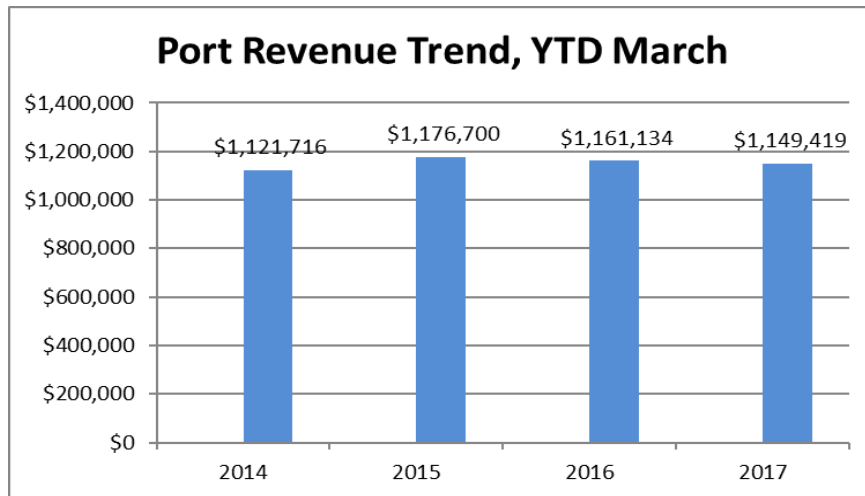
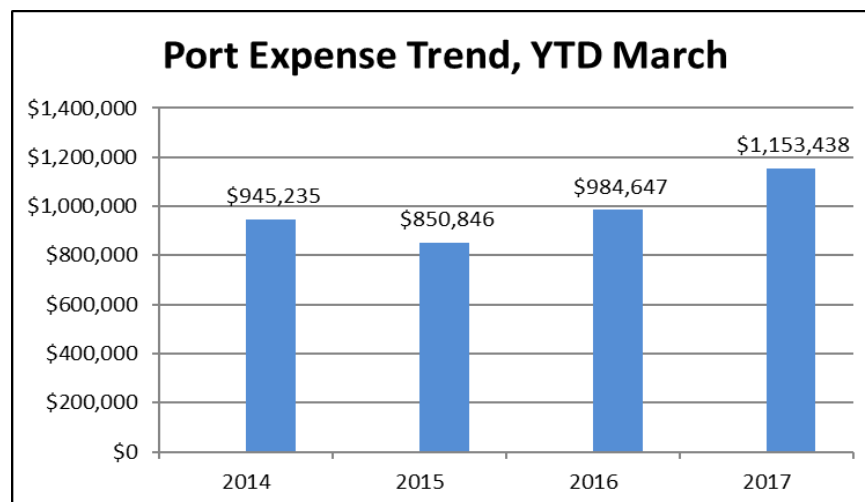


MEMORANDUM

DATE: May 10, 2017
TO: Commissioners and Directors
FROM: Abigail Berg, Director of Finance & Administration
SUBJECT: Port of Port Townsend Financial Highlights, March 2017



YTD Operating Revenues are \$11,615 less than the previous year, and short of budgeted amounts by 5.8%, although the new rates did not go into effect until April 1 (for Marinas & RV Parks) and May 1 (Yard). Marinas & RV Parks and Yard operations are the only revenue line items below budget. Property Leases & Use, Fuel Sales & Leases and Utilities are all more than the previous year and Utilities is the only revenue line ahead of budget at 27.8%.



Through Quarter 1, 2017 Operating Expenses are at 23.3% of total budget. Compared to the previous year, total Operating Expenses are up by \$199,292; however, only Personnel and Cost of Goods – Fuel are ahead of budget at 25.7% and 26.4% respectively.

Before depreciation, Net Operating Income is a loss of \$4,019 and after depreciation, there is a loss of \$401,856. When including Non-Operating Revenues and Expenses, there is a Net Loss of \$202,218. This exceeds the previous year by \$179,240.

In March, the Port expended \$12,870 in WIP (capital project "Work in Progress") which was for the L3 Stormwater project.

There were no bond payments, principal or interest, obligated or paid in March.

End of month, the cash and investment balances were \$2,576,725, up \$90,188 from February. Of that cash and investment balance \$782,234 are reserves leaving a \$1,794,491 in unreserved cash and investment balances.

Port of Port Townsend
Summary of Operating & Non-Operating Revenues & Expenses
2017 Activity with Comparison to Prior Year and Budget

	Actual thru March 31, 2016	Actual thru March 31, 2017	Variance year to year	2017 Budget	% Actual to Budget at 25% of year
REVENUES					
Marinas and RV Parks	479,559	475,944	(3,615)	2,660,000	17.9%
Yard Operations	336,100	316,149	(19,952)	1,764,924	17.9%
Property Leases & Use	269,576	273,908	4,332	1,215,000	22.5%
Fuel Sales & Leases	6,036	7,681	1,645	50,000	15.4%
Ramp Use	11,630	11,833	203	55,000	21.5%
Utilities	58,233	63,905	5,672	230,076	27.8%
Total Operating Revenues	1,161,134	1,149,419	(11,715)	5,975,000	19.2%
OPERATING EXPENSES					
Personnel	645,310	771,923	126,612	3,006,270	25.7%
Outside Services	60,675	102,481	41,806	443,310	23.1%
Facilities & Operations	153,018	152,963	(55)	805,809	19.0%
Utilities	89,558	108,669	19,111	554,180	19.6%
Marketing	16,229	9,458	(6,771)	54,450	17.4%
Economic Development	12,500	-	(12,500)	40,000	0.0%
Travel & Training	5,199	4,465	(734)	30,000	14.9%
Cost of Goods - Fuel	2,158	3,168	1,010	12,000	26.4%
Community Relations	-	310	310	4,000	7.8%
Total Operating Expenses	984,647	1,153,438	168,791	4,950,019	23.3%
Income from Operations w/o Depr	176,487	(4,019)	(180,506)	1,024,981	-0.4%
Depreciation Expense	378,951	397,837	18,886	1,585,632	25.1%
Income (Loss) from Operations w/Depr	(202,464)	(401,856)	(199,392)	(560,651)	71.7%
Non-Operating Revenue					
Capital Contributions/Grants	(4,242)	8,482	12,724	168,750	5.0%
Interest	1,376	20,410	19,033	38,000	53.7%
Property & other taxes	269,308	250,931	(18,377)	1,020,000	24.6%
Miscellaneous Non-Operating Revenue	5,964	14,120	8,156	16,200	87.2%
Total Non-Operating Revenues	272,407	293,943	21,537	1,242,950	23.6%
Non-Operating Expenses					
Bond Interest	92,863	88,536	(4,327)	369,339	24.0%
Bond Mgmt, Issuance, Investment	58	5,770	5,712	154,940	3.7%
Election Expense	-	-	-	17,340	0.0%
Total Non-Operating Expenses	92,921	94,306	1,385	541,619	17.4%
Net Non-Operating Income(Expense)	179,486	199,637	20,152	701,332	28.5%
Net Income (Loss)	(22,978)	(202,218)	(179,240)	140,680	-143.7%